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的产品质量过硬。 We regret that the goods you inquire about are not available. 很遗憾，你们所询货物目前无货。 My offer was based on reasonable profit, not on wild speculations. 我的报价以合理利润为依据，不是漫天要价。 Moreover, we 've kept the price close to the costs of production. 再说，这已经把价格压到生产费用的边缘了。 Could you tell me which kind of payment terms you 'll choose? 能否告知你们将采用那种付款方式? Would you accept delivery spread over a period of time? 不知你们能不能接受在一段时间内分批交货? 在双方谈判的过程中，一定要注意倾听对方的发言，如果对对方的观点表示了解，可以说： I see what you mean. (我明白您的意思。) 如果表示赞成，可以说： Thats a good idea. (是个好主意。) 或者说： I agree with you. (我赞成。) 相关推荐：#0000ff>英文求职简历荟萃 #0000ff>商务谈判的成功秘诀 #0000ff>商务谈判对话英语实例汇总 #0000ff>商务谈判英语：转移议题的常用语 编辑推荐：#0000ff>职场必备的英语知识 #0000ff>身在职场，如何应对职场中的一切 #0000ff>面试过程中绝对用得到的面试英语 更多信息进入：#0000ff>实用英语考试交流空间 #0000ff>实用英语考试辅导！ 100Test 下载频道开通，各类考试题目直接下载。 详细请访问 [www.100test.com](http://www.100test.com)